

Enterprise Sourcing Group Small Business Office

Mission: Partner with industry and the acquisition community to execute the Air Force Small Business Program while accomplishing the ESG mission.

Vision: Maximize small business opportunities while accomplishing the ESG mission.

ESG Small Business Leadership



Barbara Liptak
Director of Small Business
WPAFB



Mary Urey
Director of Small Business
San Antonio OL

Steps for Doing Business with SBO

1. Make yourself known in the Federal procurement arena. Email, call, or schedule a visit to meet with an ESG Small Business Specialist to discuss your capabilities
2. Register your capabilities and experience with the System for Award Management www.sam.gov (SAM). SAM is a free website that consolidates the capabilities you used to find in Central Contractor Registration (CCR), Online Reqs and Certs (ORCA), and Excluded Parties List Systems (EPLS). Future phases of SAM will add the capabilities of other systems used in federal procurement and award processes. Note: If you had an active record in CCR, you have an active record in SAM. You do not have to do anything in SAM unless there has been a change in your business's circumstances.
3. Complete all other registrations:

[Contractor and Government Entity Code](#)
[Dun & Bradstreet](#)
[Wide Area Workflow](#)
[North American Industry Classification Codes](#)
[Data Universal Numbering System](#)
4. For Federal Business Opportunities go to [FedBizOpps](#) for information on proposed procurements exceeding \$25,000. FedBizOpps lists awards of contracts by DoD of \$100,000 or more, as well as all federal contract awards of \$50,000 or more for potential subcontracting opportunities. You can view all opportunities by clicking the following link [ESG on FBO](#)
5. Be alert for announcements of conferences, trade fairs, and other federally attended or sponsored industrial liaison meetings in your area.
6. Participate in Market Research by responding to: requests for information (RFIs), follow-up questionnaires or requests for site visits, and Sources Sought Synopses. Attend Industry Days. Your responses are important to ESG and can affect our acquisition strategy.

ESG Small Business Upcoming Events

October 15-17, 2012 – Texoma Regional Conference, Society of American Military Engineers, San Antonio, Texas
October 18, 2012 – Industry Day Business Opportunities, follow on to Texoma Regional Conference
November 5-8, 2012 – Projected Industry Day for Air Force Contract Augmentation Program (AFCAP IV), Tyndall AFB, Florida
December 10-12, 2012 – 2012 Small Business Conference for DoD Engineering, Construction, and Environmental Programs Society of American Military Engineers, Grapevine, Texas

ESG Small Business Points of Contact

ESG/SB - Wright-Patterson AFB, Ohio – supporting 771 Enterprise Sourcing Squadron (ESS) and 773 ESS Medical Svc Commodity Council

Contact us: ESG.SB.Workflow@wpafb.af.mil
Director: 937-257-2822
Small Business Specialist: 937-257-2602
Small Business Specialist: 937-257-1864

ESG/SB San Antonio, Texas

(ESG/SB SA OL) – supporting 772 ESS (AFCEE, AFCESA), 773 ESS (AFMSA, AFMOA), & Force Protection Commodity Council

Contact Us: ESG.SBSA@us.af.mil

Director: 210-395-8907

Small Business Specialist: 210-395-8818 (772 ESS & FPCC)

Small Business Specialist: 210-395-8819

Small Business Specialist: 210-395-8816 (773 ESS & FPCC)

Maxwell AFB – Gunter Annex, Ala. – supporting Information Technology Commodity Council

Small Business Specialist: 334-416-4137

ESG/SB DTIC OL - Fort Belvoir, VA – supporting ESG/PKS (DTIC)

Small Business Specialist: currently supported by WPAFB

Resources

[Small Business Administration \(SBA\)](#)

[Air Force Small Business](#)

[DoD Small Business](#)

[Procurement Technical Assistance Center \(PTAC\)](#)

[Small Business Development Center \(SBDC\)](#)

[Service Corp of Retired Executives \(SCORE\)](#)

[Federal Acquisition Regulations](#)

[US General Services Administration](#)

[Women-Owned Businesses Selling to the Government Acquisition Central](#)